

27 March 1974

MEMORANDUM FOR THE RECORD

SUBJECT: KIQ/KEP Briefing

1. On 26 March 1974 I briefed Branch and Section heads of DIA/DC (Collections) at the request of
STAT [REDACTED].

2. What was scheduled to be a 50 minute presentation went on for 1 1/2 hours. My impression of the concerns reflected in the extended question and answer period is that DC has no problem with the KEP as such, but is very sensitive to any intended, or possible, utilization of the KEP in resource allocation processes. They seem to have an almost paranoiac fear that the KIQs/KEP will be used as a means to identify marginally effective collection assets and hence identify primary candidates for decrements or elimination purely on the basis of their performance

[REDACTED] There was a particular concern reflected that the KIQs would not address any of the short term DOD needs and that there was no provision for sources to get Credit for all the good things they were doing. Oddly enough, they had no difficulty with Section 1A of the Performance Report, i.e., the form on which producers reflect their view of [REDACTED] productivity.

3. There was considerable comment that the cost of administering/accomplishing the evaluation process would transcend any possible utilization, vis-a-vis, the stated objectives of the process.

4. We parted 'friends,' all reasonably satisfied that the KEP was doable, that we could only answer some of the questions by doing it, and that there were a number of difficult issues and problems to be resolved. High on the list of questions were several related to responsibility for substantive content and scope of the KIQs themselves, and the means by which they would be added, or dropped from the list.

[REDACTED]
STAT